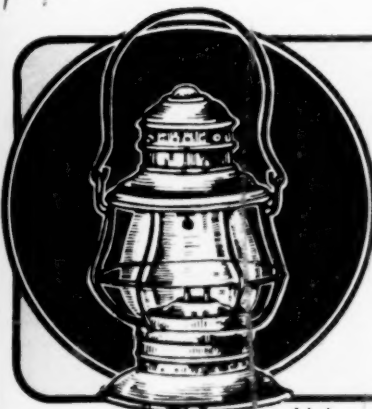




# Prairie Employer Review

Volume 2, Number 11

November, 1980

## Specialty Crops New Aim

# Farmers take Bigger Role in World Marketplace

*"The best business you can go into you will find on your father's farm or in his workshop. If you have no family or friends to aid you, and no prospect open to you there, turn your face to the great West, and there build up a home and fortune."*

*— To Aspiring Young Men*

Horace Greeley's sentiments recall the dignity once accorded those who worked the earth with traditional reverence, and explored the vast potential of new lands in a young country. But nostalgia can only capture the romantic essence and not a realistic scope of rural America today.

Farming has become high technology agri-business, and food production is in the forefront of the international as well as domestic chess game of economics and politics. North Dakota's family farm is certainly evolving into a critical new role in the 1980s because of its necessary contributions in feeding the world's hungry.

"Agriculture is going places in the next decade it's never been before," says Steve Tomac, marketing director with the state Department of Agriculture. He feels a shift in emphasis is gradually occurring among farmers towards the marketing as well as production of their own crops. In our fast-paced society, farmers have had to develop the business acuity and sophistication found in other major industries.

Exporting agricultural products to a growing foreign market appears to have tremendous possibilities for the farmer of the 1980s. Last year half of North Dakota's \$2 billion in total farm receipts resulted from direct international trade — not including those products shipped to other states and pro-



cessed before being sold overseas.

Most of the big cash crops such as wheat are marketed in and out of the U.S. by a few major grain dealers. However, specialty crops are gaining sizable markets in other countries and are proving to be a lucrative alternative for the state's farmers.

Since many of those crops are produced and sold in smaller quantities than would normally be marketed by large commodity groups in North Dakota, government officials and individual producers are combining forces to explore foreign distribution of mustard, rape seed, canary seed, buckwheat,

millet and a host of other products.

The number of trade delegations coming to and going from the state has risen dramatically in the last few years. The reason for these new agricultural markets: Many of the lesser developed nations around us want to upgrade their diets with a variety of food grains other than rice; and several economically advancing nations are interested in buying feed grains for livestock to improve their diets with meat, in addition to more food grains.

Besides wheat purchases, the result

*(Continued on page 2)*

### (Farmers from page 1)

has meant the sale of seed potatoes to Argentina and Venezuela, sunflower seeds to Mexico, pinto and black beans into Central America, buckwheat (for noodles) to Japan, and numerous other specialty crops to these and other overseas buyers.

Tomac coordinates closely with such commodity groups as the Wheat Commission, Sunflower Council and Red River Valley Potato Growers Association in developing and servicing trade arrangements. His primary interest, however, has been in helping farmers who don't have specific commodity groups to work with, through the step-by-step process of marketing their own export crops.

"I realize we (the department) could be criticized for not sticking to general promotional activities," Tomac said, "but until you take a farmer and show exactly what can be done, explaining marketing potential is of no real direct benefit to him."

One such example is Erwin Letkeman, who farms near Walhalla and began selling his buckwheat directly to Japan. Since there are also Canadian producers of this crop with the advantage of inexpensive, subsidized railways, Letkeman's high transportation costs make the competition stiff.

"We can still compete in terms of quality," Tomac insists, "and foreign marketers have been willing to pay a premium price because of this. The sealed container cars of buckwheat that Letkeman sent to Japan were a guarantee of quality to them."

While exporting specialty crops is proving to be an exciting frontier for North Dakota, it also reflects some of the growing pains our farmers may experience in the next decade.

"One of the first things we'll have to address is our transportation problems," Tomac emphasized. "Ten years ago, the U.S. transportation system handled 62 million bushels of grain. Now it is carrying more than 162 million and in the next decade this will increase another 100 million. The system has to become more efficient and streamlined to handle future production for both foreign and domestic demands."



*Specialty crops are being exported all over the world says Steve Tomac, marketing director with the state Department of Agriculture.*

North Dakota's difficulties are all the more acute because of our landlocked situation, despite some advantages to being strategically located between east and west coast transits. "The future cost of producing a bushel of grain is not going to be nearly as significant as the cost of transporting it," Tomac said.

One recent railway improvement has been the 100-car unit trains which have already been used to ship beans into Mexico. Unfortunately, a possible offshoot of the unit trains may be the disappearance of the small country elevator. Unable to handle the large volume, these economic hubs of rural life could be forced to merge with larger elevators, become feed stores, or simply go out of business.

Is this yet another signal of vanishing small towns and family farms? According to Tomac, the opposite may well prove true. The energy shortage which has caused transportation costs to climb may also mean a

renewed emphasis on the production efficiency of small farming operations. Rural communities maintaining essential services to farmers could revive because of the prohibitive cost of traveling long distances to large trade centers.

"I'm really optimistic about our farmers' economic future," said Tomac. "The size and number of the 41,000 farms in the state must be stabilizing since they haven't shown a decline in numbers during the past five years."

If our food producers no longer have Greeley's new lands to explore, they are apparently willing to experiment with nontraditional approaches to tilling of the soil and are expanding their horizons beyond American shores in the challenge of international trade.

"The farmer is finally coming into his own right," Tomac adds, "as food production becomes more and more essential to the world marketplace."

## North Dakota Vets Top in Nation for Use of Training, Job Programs

North Dakota veterans are apparently taking full advantage of education and employment programs according to recent figures by the Veterans Administration and the Veterans Employment Service.

The cumulative rate of post-Korean veterans in the state who have used their educational benefits under the GI bill was 83.3 percent by September 1979 reports the VA, which is the highest rate in the country.

"This should tell employers that a lot of those jobseeking veterans out there are educated and well trained," says

*(Continued on page 4)*

### PRAIRIE EMPLOYER REVIEW

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Correspondence should be directed to:  
Lynette Baerlein, Editor  
Prairie Employer Review  
Job Service North Dakota  
Box 1537  
Bismarck, ND 58505



# The Benefits Employers Pay: A New Review

Whichever side of the paycheck you are on, a profile of the kind and amount of employer-paid benefits obtained by today's U.S. worker should prove interesting. Just published this July by the Bureau of Labor Statistics, "Employee Benefits in Industry: A Pilot Survey" covers 21 million workers in medium and large sized private firms with detailed 1979 data.

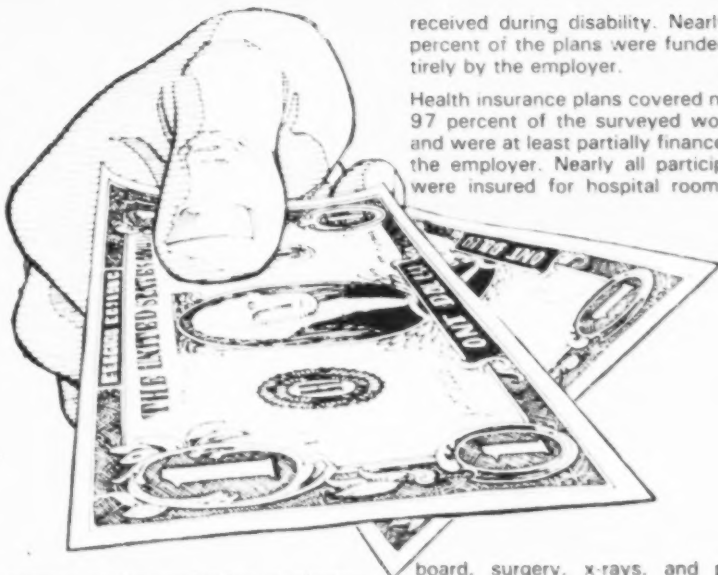
One of the findings indicated 82 percent of the employees surveyed were working a weekly schedule of five days, forty hours. Only 1 percent of all employees worked fewer than five days, and 3 percent were usually on the job for more than five. Hours worked varied according to occupation, with 18 percent of the professional-administrative employees, 27 percent of the technical-clerical group, and 7 percent of the production workers having schedules of less than 40 hours.

About 13 percent of the employees had paid lunch periods, and more than 75 percent received paid rest time in the form of coffee breaks and cleanup time. Benefits tend to vary among the three occupational groups, with benefits lowest among professional-administrative employees who were most likely covered by informal plans not included in the survey. The most common paid rest periods consisted of two daily breaks of 10 to 15 minutes each.

Virtually all employees received nine to 11 paid holidays per year regardless of the employee's length of service, such as five days with less than one year of service, ten days after one year, fifteen days after ten years, and twenty days after fifteen years. As many as twenty-five days of vacation were commonly paid to full-time employees after twenty-five years of service.

Personal leave, which allows employees to be absent from work with pay for reasons not covered by vacation and holiday plans, was available for two to five days per year to about 19 percent of the survey group.

Sick leave plans were more complicated than other types of leave because of the use of accident and sickness insurance. About 80 percent of the professional-administrative employees, 83 percent of the technical-clerical employees, and 37



percent of the production employees were covered by formal sick leave plans. Production workers were more frequently covered under accident and sickness insurance plans. Most employees obtained full pay for at least a portion of the time while on sick leave, and more than nine-tenths of those covered by sick leave plans received benefits on the first day.

Accident and sickness insurance provided two-thirds of the employees with income during absence from work due to disability, sometimes in conjunction with sick leave payments. Over half of all participants would receive benefits up to 26 weeks, and about one-fifth up to 52 weeks. A little more than four-fifths of them were in plans entirely paid for by the employer.

Long term disability insurance usually takes over after sick leave and accident and sickness insurance are exhausted. Nearly half of all employees were covered by such plans. More than 75 percent would receive a benefit equal to 50 or 60 percent of their usual earnings. For 70 percent of the participants, benefits were limited by direct plan maximums, or by maximums integrated with other income

received during disability. Nearly 80 percent of the plans were funded entirely by the employer.

Health insurance plans covered nearly 97 percent of the surveyed workers and were at least partially financed by the employer. Nearly all participants were insured for hospital room and

board, surgery, x-rays, and physicians' hospital visits. Approximately 73 percent had their individual health benefits financed entirely by the employer. Also, about one-half have one form of dental insurance.

Pension plans were participated in by 87 percent of the employees, with between 83 percent and 89 percent of them in plans fully paid by the employer. The survey did not cover the types of plans that could provide retirement income such as profit sharing, stock purchase, and savings plans.

Nearly all workers were provided life insurance by their employers, although the amount varied by earnings and occupations. Sixty-three percent of all insured workers received life insurance related to earnings. Three out of five with a set amount of insurance had less than \$10,000 in coverage, and most of these were technical-clerical and production employees. Professional-administrative employees with a set amount of insurance were usually covered between \$10,000 to \$20,000. Eighty percent of the participants were provided life insurance at no cost.

Since only the highlights have been presented, a more detailed description of the report's methods and results may be obtained from the Bureau of Labor Statistics, 911 Walnut Street, Kansas City, Missouri 64106, phone (816) 374-2481.





# Gleanings

Tom Haan

You'd be amazed at the enormous amount of information we run across while trying to keep in touch with the economy and the labor market. It occurred to us that some of it might be of interest to employers and so, here it is.

**The Census.** . . while North Dakota showed an increase of over 34,000 people in the last ten years, 35 counties actually lost population. Mercer led the growth counties with an increase of 52.6 percent. . . Bowman, Ramsey, Sioux, and Traill had gains of less than 1 percent; and the others are scattered in between. Bismarck, Fargo, Grand Forks, and Minot account for 28 percent of the state's population. . . over 48 percent of our people live in communities of 2,500+. Less people leaving the state now. . . a little over 17,000 during the 70s, which is about one-sixth of what it was during the 60s. Also less people per household. . . early data shows about 2.8 North Dakotans in 1980, compared to 3.34 in 1970.

**The Economy.** . . housing starts will rise this winter. . . 3,450 in the last quarter, '80. . . 3,980 in the first quarter, '81.

Disposable personal income. . . up or down depending how you look at it. In current dollars, it will rise. . . 5.15 billion this quarter to 5.16 billion next quarter. . . in 1972 constant dollars income is down from 2.76 to 2.71 billion. . . same period of time.

We did a study on poverty in North Dakota this summer. . . 11.1 percent of our people were below the poverty level in 1979, compared to 15.3 percent in 1970. Individuals in poverty at the beginning of the decade were mostly members of larger families . . . in later years more single parents, the elderly, and generally smaller families. As the trend continues, we expect the mid-80s typical poverty family will be small, single-parent, or headed by someone over 65.

**The Labor Force.** . . 1980 to 1985 . . . big growth in the services, trade, and construction industries. . . openings in agriculture will continue to diminish. High growth occupational groups include nurses, managers, administrative, and some specific clerical and craft occupations. . . you can get more details or a copy of our complete projection by dropping us a line.

Lots more working North Dakotans now. . . rough comparisons show about 241,000 employed in 1972, compared to over 311,000 in 1979. This means an increase of over 70,000 workers even though our population increase '70 to '80 was about 34,000. Why? . . . many more females, two paycheck families . . . general age shift in our population . . . more people living in urban areas where the jobs are. . . spinoff from two paycheck families — eating out, child care, work clothes, etc.

(VETS from page 2)

Bill Williamson, State Representative of the Veterans Employment Service.

One of the reasons cited for the high participation is the efficiency of the State Approving Agency in approving course work for veterans in the schools and on-the-job training worksites with employers. "Ten years ago it might have taken months to process a request; now it usually takes less than a week," he explained.

Close coordination between the VA, State Approving Agency and Job Service North Dakota was commended by Williamson, as well as the counseling efforts of staff in the VA and local Job Service offices. "I know our veterans and veteran organizations are appreciative of the services accomplished for them," states Williamson, who is also Executive Director of the Veterans Coordinating Council in North Dakota, comprised of four major veteran organizations and their 55,000 members.

An overall ranking of fourth in the nation was given to Job Service North Dakota in the third quarter of 1980 for its counseling, job development and placement of veterans according to John Jackson, Regional Director of the Veterans Employment Service in Denver. The agency was recognized as second in the nation for its placement of disabled veterans, and fourth for assisting Vietnam veterans and all other veterans in finding jobs. The seven-state region including North Dakota has top overall ranking in the nation for services to veterans.

"Nowhere have I seen veterans receive greater consideration in education and job placement than in North Dakota," emphasizes Williamson, "and all those employers who've had the confidence to hire and train a vet deserve a good share of the credit."

## U.S. CONSUMER PRICE INDEX ALL URBAN CONSUMERS

| (1967 = 100)       | Annual<br>Average<br>1979 | Sept.<br>1980 | Aug.<br>1980 | Sept.<br>1979 | Percent<br>Change from |               | Percent Change<br>Projected on<br>Annual Basis |
|--------------------|---------------------------|---------------|--------------|---------------|------------------------|---------------|------------------------------------------------|
|                    |                           |               |              |               | Aug.<br>1980           | Sept.<br>1979 |                                                |
| All Items          | 217.4                     | 251.7         | 249.4        | 223.4         | 0.9                    | 12.7          | 11.4                                           |
| Food & Beverage    | 228.5                     | 254.2         | 252.0        | 231.0         | 0.9                    | 10.0          | 11.4                                           |
| Housing            | 227.6                     | 267.7         | 265.8        | 234.6         | 0.7                    | 14.1          | 8.7                                            |
| Apparel and Upkeep | 166.6                     | 182.2         | 178.6        | 169.8         | 2.0                    | 7.3           | 26.8                                           |
| Transportation     | 212.0                     | 254.7         | 252.7        | 221.4         | 0.8                    | 15.0          | 10.0                                           |
| Medical Care       | 239.7                     | 270.6         | 268.4        | 243.7         | 0.8                    | 11.0          | 10.0                                           |
| Entertainment      | 188.5                     | 209.8         | 208.0        | 191.1         | 0.9                    | 9.8           | 11.4                                           |

## CIVILIAN LABOR FORCE

|                                        | Sept.<br>1980 | Aug.<br>1980 | Sept.<br>1979 | Percent<br>Change from |               |
|----------------------------------------|---------------|--------------|---------------|------------------------|---------------|
|                                        |               |              |               | Aug.<br>1980           | Sept.<br>1979 |
| <b>UNITED STATES</b><br>(In Thousands) |               |              |               |                        |               |
| Labor Force                            | 105,034       | 105,025      | 103,494       | -0-                    | 1.5           |
| Employment                             | 97,207        | 97,006       | 97,504        | 0.2                    | -0.3          |
| Unemployment                           | 7,827         | 8,019        | 5,990         | -2.4                   | 30.7          |
| Unemployment Rate                      | 7.5           | 7.6          | 5.8           |                        |               |
| <b>NORTH DAKOTA</b>                    |               |              |               |                        |               |
| Labor Force                            | 344,240       | 364,530      | 339,680       | -5.6                   | 1.3           |
| Employment                             | 329,260       | 347,230      | 330,670       | -5.2                   | -0.4          |
| Unemployment                           | 14,980        | 17,300       | 9,010         | -13.4                  | 66.3          |
| Unemployment Rate                      | 4.4           | 4.7          | 2.7           |                        |               |
| <b>FARGO-MOORHEAD SMSA</b>             |               |              |               |                        |               |
| Labor Force                            | 73,250        | 74,380       | 73,780        | -1.5                   | -0.7          |
| Employment                             | 69,990        | 70,620       | 71,590        | -0.9                   | -2.2          |
| Unemployment                           | 3,260         | 3,760        | 2,190         | -13.3                  | 48.9          |
| Unemployment Rate                      | 4.5           | 5.1          | 3.0           |                        |               |
| <b>GRAND FORKS SMSA</b>                |               |              |               |                        |               |
| Labor Force                            | 42,160        | 43,340       | 42,750        | -2.7                   | -1.4          |
| Employment                             | 39,810        | 40,480       | 41,150        | -1.7                   | -3.3          |
| Unemployment                           | 2,350         | 2,860        | 1,600         | -17.8                  | 46.9          |
| Unemployment Rate                      | 5.6           | 6.6          | 3.7           |                        |               |

U.S. data seasonally adjusted; other data not seasonally adjusted.

## NONFARM WAGE AND SALARY EMPLOYMENT

|                                                       | Sept.<br>1980 | Aug.<br>1980  | Sept.<br>1979 | Percent<br>Change from |               |
|-------------------------------------------------------|---------------|---------------|---------------|------------------------|---------------|
|                                                       |               |               |               | Aug.<br>1980           | Sept.<br>1979 |
| <b>FARGO-MOORHEAD SMSA WAGE AND SALARY EMPLOYMENT</b> |               |               |               |                        |               |
| <b>TOTAL</b>                                          | <b>61,890</b> | <b>60,740</b> | <b>63,150</b> | <b>1.9</b>             | <b>-2.0</b>   |
| Construction and Mining                               | 3,900         | 4,010         | 5,080         | -2.7                   | -23.2         |
| Manufacturing                                         | 4,640         | 4,710         | 5,140         | -1.5                   | -9.7          |
| Durable Goods                                         | 2,240         | 2,260         | 2,910         | -0.9                   | -23.0         |
| Nondurable Goods                                      | 2,400         | 2,450         | 2,230         | -2.0                   | 7.6           |
| Food and Kindred Products                             | 1,610         | 1,650         | 1,440         | -2.4                   | 11.8          |
| Other Nondurable Goods                                | 790           | 800           | 790           | -1.2                   | -0-           |
| Transportation, Comm. and Public Utilities            | 4,120         | 4,090         | 4,220         | 0.7                    | -2.4          |
| Wholesale Trade                                       | 6,290         | 6,630         | 6,500         | -5.1                   | -3.2          |
| Retail Trade                                          | 12,510        | 12,330        | 12,870        | 1.5                    | -2.8          |
| Finance, Insurance, and Real Estate                   | 3,850         | 3,890         | 3,750         | -1.0                   | 2.7           |
| Services                                              | 13,900        | 13,820        | 13,270        | 0.6                    | 4.7           |
| Government                                            | 12,680        | 11,260        | 12,320        | 12.6                   | 2.9           |
| Federal                                               | 2,120         | 2,140         | 2,060         | -0.9                   | 2.9           |
| State and Local                                       | 10,560        | 9,120         | 10,260        | 15.8                   | 2.9           |
| <b>GRAND FORKS SMSA WAGE AND SALARY EMPLOYMENT</b>    |               |               |               |                        |               |
| <b>TOTAL</b>                                          | <b>35,290</b> | <b>34,830</b> | <b>36,420</b> | <b>1.3</b>             | <b>-3.1</b>   |
| Construction and Mining                               | 1,820         | 1,910         | 2,470         | -4.7                   | -26.3         |
| Manufacturing                                         | 1,900         | 2,150         | 2,130         | -11.6                  | -10.8         |
| Transportation, Comm. and Public Utilities            | 2,770         | 2,650         | 2,740         | 4.5                    | 1.1           |
| Wholesale Trade                                       | 2,230         | 2,420         | 2,400         | -7.9                   | -7.1          |
| Retail Trade                                          | 8,250         | 8,110         | 8,670         | 1.7                    | -4.8          |
| Finance, Insurance, and Real Estate                   | 1,460         | 1,470         | 1,460         | -0.7                   | -0-           |
| Services                                              | 7,110         | 7,010         | 6,960         | 1.4                    | 2.2           |
| Government                                            | 9,750         | 9,110         | 9,590         | 7.0                    | 1.7           |

## MANUFACTURING HOURS AND EARNINGS

|                            | Average Weekly Earnings |              |               | Average Weekly Hours |              |               | Average Hourly Earnings |              |               |
|----------------------------|-------------------------|--------------|---------------|----------------------|--------------|---------------|-------------------------|--------------|---------------|
|                            | Sept.<br>1980           | Aug.<br>1980 | Sept.<br>1979 | Sept.<br>1980        | Aug.<br>1980 | Sept.<br>1979 | Sept.<br>1980           | Aug.<br>1980 | Sept.<br>1979 |
| <b>United States</b>       |                         |              |               |                      |              |               |                         |              |               |
| Total                      |                         |              |               |                      |              |               |                         |              |               |
| Manufacturing              | 294.18                  | 286.89       | 274.04        | 39.7                 | 39.3         | 40.3          | 7.41                    | 7.30         | 6.80          |
| Durable                    | 317.19                  | 308.09       | 295.39        | 40.1                 | 39.6         | 40.8          | 7.91                    | 7.78         | 7.24          |
| Nondurable                 | 261.97                  | 257.52       | 241.96        | 39.1                 | 38.9         | 39.6          | 6.70                    | 6.62         | 6.11          |
| Food & Kindred             | 280.19                  | 278.76       | 257.00        | 40.2                 | 40.4         | 40.6          | 6.97                    | 6.90         | 6.33          |
| Printing & Publishing      | 288.70                  | 283.84       | 266.82        | 37.3                 | 37.2         | 37.9          | 7.74                    | 7.63         | 7.04          |
| <b>North Dakota</b>        |                         |              |               |                      |              |               |                         |              |               |
| Total                      |                         |              |               |                      |              |               |                         |              |               |
| Manufacturing              | 264.32                  | 252.32       | 250.08        | 39.1                 | 38.0         | 40.4          | 6.76                    | 6.64         | 6.19          |
| Durable                    | 273.44                  | 264.80       | 262.26        | 39.4                 | 38.1         | 42.3          | 6.94                    | 6.95         | 6.20          |
| Nondurable                 | 254.92                  | 240.29       | 233.46        | 38.8                 | 37.9         | 37.9          | 6.57                    | 6.34         | 6.16          |
| Food & Kindred             | 266.26                  | 249.32       | 262.94        | 40.9                 | 39.7         | 39.6          | 6.51                    | 6.28         | 6.64          |
| Printing & Publishing      | 218.88                  | 208.16       | 201.47        | 34.2                 | 33.2         | 35.1          | 6.40                    | 6.27         | 5.74          |
| <b>Fargo-Moorhead SMSA</b> |                         |              |               |                      |              |               |                         |              |               |
| Total                      |                         |              |               |                      |              |               |                         |              |               |
| Manufacturing              | 278.60                  | 274.54       | 259.50        | 37.7                 | 37.1         | 39.2          | 7.39                    | 7.40         | 6.62          |
| Durable                    | 285.30                  | 286.01       | 271.34        | 37.1                 | 37.0         | 41.3          | 7.69                    | 7.73         | 6.57          |
| Nondurable                 | 271.49                  | 261.89       | 239.19        | 38.4                 | 37.2         | 35.7          | 7.07                    | 7.04         | 6.70          |

## ESTIMATED LABOR TURNOVER

(per hundred employees)

### Accession Rates

|                            | Total         |              |               | New Hires     |              |               | Recalls       |              |               |
|----------------------------|---------------|--------------|---------------|---------------|--------------|---------------|---------------|--------------|---------------|
|                            | Sept.<br>1980 | Aug.<br>1980 | Sept.<br>1979 | Sept.<br>1980 | Aug.<br>1980 | Sept.<br>1979 | Sept.<br>1980 | Aug.<br>1980 | Sept.<br>1979 |
| <b>North Dakota</b>        |               |              |               |               |              |               |               |              |               |
| Mining                     | 4.2           | 2.8          | 2.7           | 4.2           | 2.3          | 2.4           | 0.0           | 0.6          | 0.2           |
| Manufacturing              | 5.9           | 3.5          | 7.9           | 2.5           | 2.3          | 5.9           | 3.5           | 0.6          | 1.8           |
| <b>Fargo-Moorhead SMSA</b> |               |              |               |               |              |               |               |              |               |
| Manufacturing              | 5.2           | 2.7          | 4.3           | 2.0           | 1.9          | 3.9           | 2.7           | 0.5          | 0.4           |

### Separation Rates

|                            | Total         |              |               | Quits         |              |               | Layoffs       |              |               |
|----------------------------|---------------|--------------|---------------|---------------|--------------|---------------|---------------|--------------|---------------|
|                            | Sept.<br>1980 | Aug.<br>1980 | Sept.<br>1979 | Sept.<br>1980 | Aug.<br>1980 | Sept.<br>1979 | Sept.<br>1980 | Aug.<br>1980 | Sept.<br>1979 |
| <b>North Dakota</b>        |               |              |               |               |              |               |               |              |               |
| Mining                     | 3.6           | 6.3          | 4.4           | 2.4           | 5.9          | 4.1           | 0.0           | 0.0          | 0.0           |
| Manufacturing              | 4.5           | 9.8          | 7.8           | 2.1           | 2.8          | 6.3           | 1.4           | 5.9          | 0.6           |
| <b>Fargo-Moorhead SMSA</b> |               |              |               |               |              |               |               |              |               |
| Manufacturing              | 6.7           | 6.6          | 5.1           | 2.2           | 1.7          | 4.1           | 2.9           | 3.4          | 0.2           |

## NORTH DAKOTA NONFARM WAGE AND SALARY EMPLOYMENT

|                                                                 | Sept.<br>1980  | Aug.<br>1980   | Sept.<br>1979  | Percent<br>Change from |               |
|-----------------------------------------------------------------|----------------|----------------|----------------|------------------------|---------------|
|                                                                 |                |                |                | Aug.<br>1980           | Sept.<br>1979 |
| <b>TOTAL</b>                                                    | <b>249,140</b> | <b>248,120</b> | <b>249,380</b> | <b>0.4</b>             | <b>-0.1</b>   |
| <b>MINING</b>                                                   | <b>7,600</b>   | <b>7,760</b>   | <b>5,960</b>   | <b>-2.1</b>            | <b>27.5</b>   |
| Coal                                                            | 1,110          | 1,130          | 1,040          | -1.8                   | 6.7           |
| Crude Petroleum and Natural Gas                                 | 6,090          | 6,220          | 4,480          | -2.1                   | 35.9          |
| Other Mining                                                    | 400            | 410            | 440            | -2.4                   | -9.1          |
| <b>CONSTRUCTION</b>                                             | <b>17,020</b>  | <b>17,290</b>  | <b>22,110</b>  | <b>-1.6</b>            | <b>-23.0</b>  |
| Building Construction                                           | 4,310          | 4,420          | 6,570          | -2.5                   | -34.4         |
| Street, Highway and Heavy Construction                          | 5,050          | 5,170          | 6,400          | -2.3                   | -21.1         |
| Special Trade Construction                                      | 7,660          | 7,700          | 9,140          | -0.5                   | -16.2         |
| <b>MANUFACTURING</b>                                            | <b>14,870</b>  | <b>15,330</b>  | <b>16,440</b>  | <b>-3.0</b>            | <b>-9.5</b>   |
| Durable Goods                                                   | 7,280          | 7,390          | 9,010          | -1.5                   | -19.2         |
| Stone, Clay and Glass                                           | 1,300          | 1,310          | 1,400          | -0.8                   | -7.1          |
| Primary and Fabricated Metals                                   | 740            | 770            | 830            | -3.9                   | -10.8         |
| Machinery and Transportation Equipment                          | 4,490          | 4,540          | 5,820          | -1.1                   | -22.9         |
| Other Durable Goods                                             | 750            | 770            | 960            | -2.6                   | -21.9         |
| Nondurable Goods                                                | 7,590          | 7,940          | 7,430          | -1.4                   | 2.2           |
| <b>Food and Kindred Products</b>                                | <b>4,010</b>   | <b>4,260</b>   | <b>3,800</b>   | <b>-5.9</b>            | <b>5.5</b>    |
| Dairy Products                                                  | 900            | 960            | 880            | -6.2                   | 2.3           |
| Food Specialties, Sugar and Confectionery Products              | 1,240          | 1,450          | 1,290          | -14.5                  | -3.9          |
| Bakery Products                                                 | 470            | 490            | 500            | -4.1                   | -6.0          |
| Other Food and Kindred Products                                 | 1,400          | 1,360          | 1,130          | 2.9                    | 23.9          |
| Printing and Publishing                                         | 2,150          | 2,180          | 2,150          | -1.4                   | -0-           |
| Other Nondurable Goods                                          | 1,430          | 1,500          | 1,480          | -4.7                   | -3.4          |
| <b>TRANSPORTATION, COMMUNICATIONS, AND<br/>PUBLIC UTILITIES</b> | <b>16,780</b>  | <b>16,640</b>  | <b>16,560</b>  | <b>0.8</b>             | <b>1.3</b>    |
| Transportation                                                  | 9,050          | 8,770          | 9,030          | 3.2                    | 0.2           |
| Railroads                                                       | 3,420          | 3,400          | 3,720          | 0.6                    | -8.1          |
| Trucking and Warehousing                                        | 4,300          | 4,200          | 4,010          | 2.4                    | 7.2           |
| Other Transportation                                            | 1,330          | 1,170          | 1,300          | 13.7                   | 2.3           |
| Communications                                                  | 3,860          | 3,890          | 3,890          | -0.8                   | -0.8          |
| Public Utilities                                                | 3,870          | 3,980          | 3,640          | -2.8                   | 6.3           |
| <b>WHOLESALE TRADE</b>                                          | <b>22,590</b>  | <b>23,230</b>  | <b>21,930</b>  | <b>-2.8</b>            | <b>3.0</b>    |
| Durable Goods                                                   | 11,730         | 11,950         | 11,430         | -1.8                   | 2.6           |
| Nondurable Goods                                                | 10,860         | 11,280         | 10,500         | -3.7                   | 3.4           |
| <b>RETAIL TRADE</b>                                             | <b>48,090</b>  | <b>48,310</b>  | <b>47,190</b>  | <b>-0.5</b>            | <b>1.9</b>    |
| General Merchandise                                             | 5,840          | 5,770          | 5,870          | 1.2                    | -0.5          |
| Food Stores                                                     | 6,610          | 6,580          | 6,310          | 0.5                    | 4.8           |
| Automotive Dealers and Service Stations                         | 7,060          | 7,150          | 7,120          | -1.3                   | -0.8          |
| Apparel and Accessory Stores                                    | 2,830          | 2,810          | 2,870          | 0.7                    | -1.4          |
| Other Retail                                                    | 25,750         | 26,000         | 25,020         | -1.0                   | 2.9           |
| <b>FINANCE, INSURANCE, AND REAL ESTATE</b>                      | <b>11,450</b>  | <b>11,520</b>  | <b>11,070</b>  | <b>-0.6</b>            | <b>3.4</b>    |
| Finance                                                         | 6,170          | 6,230          | 5,910          | -1.0                   | 4.4           |
| Banking                                                         | 4,160          | 4,220          | 4,030          | -1.4                   | 3.2           |
| Other Finance                                                   | 2,010          | 2,010          | 1,880          | -0-                    | 6.9           |
| Insurance                                                       | 3,510          | 3,510          | 3,320          | -0-                    | 5.7           |
| Real Estate                                                     | 1,770          | 1,780          | 1,840          | -0.6                   | -3.8          |
| <b>SERVICES</b>                                                 | <b>50,700</b>  | <b>50,470</b>  | <b>48,400</b>  | <b>0.5</b>             | <b>4.8</b>    |
| Lodging                                                         | 4,670          | 4,670          | 4,520          | -0-                    | 3.3           |
| Nursing and Personal Care                                       | 5,690          | 5,840          | 5,370          | -2.6                   | 6.0           |
| Hospitals                                                       | 11,590         | 11,720         | 10,870         | -1.1                   | 6.6           |
| Other Medical                                                   | 4,560          | 4,560          | 4,390          | -0-                    | 3.9           |
| Other Services                                                  | 24,190         | 23,680         | 23,250         | 2.2                    | 4.0           |
| <b>GOVERNMENT</b>                                               | <b>60,040</b>  | <b>57,570</b>  | <b>59,720</b>  | <b>4.3</b>             | <b>0.5</b>    |
| Federal Government                                              | 9,680          | 9,890          | 9,600          | -2.1                   | 0.8           |
| State Government                                                | 16,100         | 15,080         | 15,790         | 6.8                    | 2.0           |
| Educational Services                                            | 9,930          | 8,370          | 9,530          | 13.6                   | 4.2           |
| Other State Government                                          | 6,170          | 6,710          | 6,260          | -8.0                   | -1.4          |
| Local Government                                                | 34,260         | 32,600         | 34,330         | 5.1                    | -0.2          |
| Educational Services                                            | 16,060         | 13,400         | 15,800         | 19.9                   | 1.6           |
| Other Local Government                                          | 18,200         | 19,200         | 18,530         | -5.2                   | -1.8          |

## PRODUCER PRICE INDEX UNITED STATES AVERAGE

| (1967 = 100)                                        | Annual<br>Average<br>1979 | Sept.<br>1980 | Aug.<br>1980 | Sept.<br>1979 | Percentage<br>Change from |               |
|-----------------------------------------------------|---------------------------|---------------|--------------|---------------|---------------------------|---------------|
|                                                     |                           |               |              |               | Aug.<br>1980              | Sept.<br>1979 |
| All Commodities                                     | 235.5                     | 274.1         | 273.1        | 242.0         | 0.4                       | 13.3          |
| Farm Products and Pro-<br>cessed Foods and<br>Feeds | 229.8                     | 256.3         | 254.8        | 231.8         | 0.6                       | 10.6          |
| Industrial Commodities                              | 236.4                     | 278.2         | 277.3        | 244.2         | 0.3                       | 13.9          |

### GLOSSARY OF TERMS

**Civilian Labor Force**—number of persons 16 years and older defined as employed or unemployed, excluding members of the Armed Forces.

**Consumer Price Index (CPI)**—a measure of the average change in prices over a period of time in a fixed market basket of goods and services. Changes are usually expressed in percentages. The following example illustrates the method used to calculate the percentage change using 211.5 as the "current index" and 209.1 as the "previous index":

|                                      |            |
|--------------------------------------|------------|
| Current index                        | 211.5      |
| Less previous index                  | 209.1      |
| Equals                               | 2.4        |
| Divide by the previous index         | 209.1      |
| Equals                               | .011       |
| Results multiplied<br>by one hundred | .011 x 100 |
| Equals percentage change             | 1.1        |

**Covered Employment**—employment that falls under coverage of the North Dakota Unemployment Compensation Law. At the present time only agriculture, the self-employed, students working for educational institutions, religious organizations, fully commissioned salesmen, and elected and appointed officials have significant numbers of non-covered workers.

**Employed**—those persons working for pay or profit during a week, or unpaid family

workers working 15 hours or more during a week. Also included are those who, although not working, had some job attachment and were not looking for work. This involves persons temporarily absent from a job due to illness, bad weather, vacation or labor-management dispute, whether or not they were in a pay status during their time off.

**Insured Unemployment**—a count of persons who have filed claims for state job insurance benefits. An accurate comparison of data for the insured unemployed cannot be made if one period of time is prior to July 1, 1979, and the second period is after that date. This is due to the change in eligibility requirements mandated by the state legislature effective July 1, 1979.

**Nonfarm Wage and Salary Employment Establishment Data**—refers to the number of jobs held rather than the number of people employed.

"p"—preliminary estimates subject to revision.

**Producer Price Index (PPI)**—measures average changes in prices received in primary markets of the United States by commodity producers in all stages of processing. These changes are usually expressed in percentages. The method of

calculation is the same as used for the Consumer Price Index (See item 2).

**Seasonally Adjusted Labor Force Series**—to assist in evaluating the labor force, recurrent yearly employment and unemployment movements have been isolated and removed by the Bureau of Labor Statistics through a seasonal factor method.

**Standard Metropolitan Statistical Area (SMSA)**—(a) an area designated by the Office of Management and Budget with a central city of at least 50,000 inhabitants; or (b) a central city of at least 25,000 inhabitants but with a minimum of at least 50,000 when combined with adjacent populated areas, provided the county or counties in which the city and adjacent areas are located have a population of at least 75,000.

**Unemployment**—the number of persons who for an entire week did not work at all, were able to work and available for work, and (1) were looking for work or (2) would have looked for work except that (a) they were waiting to return to a job from which they had been laid off; or (b) they were waiting to report to a new wage and salary job scheduled to start within the following 30 days (and were not in school during the week).

**Unemployment Rate**—the number of unemployed expressed as a percent of the civilian labor force.



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